

## Message Text

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PAGE 01 VIENNA 05282 141842Z

44

ACTION EUR-06

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P R 141610Z JUN 74

FM AMEMBASSY VIENNA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 3066

UNCLAS VIENNA 5282

COMMERCE ALSO FOR MAJOR PROJECTS DIVISION

E.O. 11652: N/A

TAGS: BDIS, BMEP, AU

SUBJECT: TRADE COMPLAINT INVOLVING AUSTRIAN OIL ADMINISTRATION  
AND CONTINENTAL EMSCO COMPANY OF HOUSTON, TEXAS

### SUMMARY:

AUSTRIA'S NATIONAL OIL ADMINISTRATION HAS BROUGHT TO EMBASSY'S ATTENTION TRADE COMPLAINT CONCERNING THE CONTINENTAL EMSCO COMPANY OF HOUSTON, TEXAS. IN VIEW OF EMBASSY'S INTENSIVE EFFORTS TO DEVELOP TRADE OPPORTUNITIES WITH AUSTRIA'S NATIONALIZED INDUSTRIES WE URGE PROMPT INTERVENTION. END SUMMARY.

1. THE AUSTRIAN OIL ADMINISTRATION(OESTERREICHISCHE MINERALOEL-VERWALTUNG - OEMV) HAS BROUGHT TO EMBASSY'S ATTENTION A TRADE COMPLAINT INVOLVING THE CONTINENTAL EMSCO COMPANY, P.O. BOX 1522, HOUSTON, TEXAS 77001. COMPLAINT CONCERNS ORDER BY OEMV FOR 8,000 METERS OF DRILL PIPE PLACED IN DECEMBER 1973 WITH PARTIAL SHIPMENT TO BE DELIVERED MARCH 1974. SINCE ORDER PLACED, U.S. FIRM HAS REPORTEDLY INCREASED PRICES AND ADVISED AUSTRIAN FIRM TO EITHER ACCEPT NEW PRICES OR CANCEL ORDER. AUSTRIAN FIRM COMPLAINS FURTHER THAT U.S. FIRM HAS NOT OBSERVED DELIVERY TERMS AGREED UPON FOR FIRST PARTIAL SHIPMENT AND THAT U.S. FIRMS IS ASKING FOR PAYMENT ON L/C BASIS IN CONTRAST TO PRACTICE OF OTHER OEMV BUSINESS PARTNERS IN U.S. FINALLY, AUSTRIAN FIRM COMPLAINS THAT IT HAS NOT BEEN ABLE TO OBTAIN INFORMATION FROM U.S. FIRM AS TO LOCATION OF PLANT OR PLACE FROM WHICH DELIVERIES WILL BE MADE. THIS INFORMATION URGENTLY NEEDED FOR PASSING TO  
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PAGE 02 VIENNA 05282 141842Z

OEMV'S U.S. FORWARDER.

2. FULL TEXT OF AUSTRIAN COMPLAINT TOGETHER WITH EMBASSY TRANSLATION BEING FORWARDED BY AIRGRAM.

3. AUSTRIAN OIL ADMINISTRATION IS MAJOR ENTERPRISE, GOVERNMENT CONTROLLED, WHICH OPERATES AUSTRIA'S ONLY OIL REFINERY AND PRODUCES AND MARKETS BOTH DOMESTIC AND IMPORTED OIL PRODUCTS. IT IS MAJOR BUYER OF U.S. EQUIPMENT AND HAS EXPANSION PLANS FROM WHICH WE HOPE U.S. FIRMS WILL BENEFIT. EMBASSY HAS BEEN ENGAGED IN INTENSIVE EFFORTS TO STEER MORE PROCUREMENT BY SUBJECT FIRM TO U.S. SUPPLIERS. IN VIEW OF THIS, EMBASSY URGES THAT SUBJECT COMPLAINT BE HANDLED NOT ON ROUTINE BASIS BUT GIVEN PROMPT ATTENTION BY APPROPRIATE SENIOR OFFICIALS TO AVOID INJURING POTENTIAL TRADE OPPORTUNITIES WITH THIS KEY AUSTRIAN FIRM. REQUEST TELEGRAPHIC REPLY. HUMES

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## Message Attributes

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